



## 8(a) Program Helpful Hints



Since January 2000 *Helpful Hints* has been sent on a monthly basis by email or facsimile to 8(a) participant firms in the Portland District Office. It was developed to assist us in our mission of providing business development assistance to our office's 8(a) firms. Helpful Hints will now be published quarterly in conjunction with the Portland District Office newsletter. We will continue to send urgent information by electronic means through a "News Flash" when necessary. Feedback and suggestions are welcome.



### AGENCY UPDATE

Among the new faces in the Portland VA Medical Center contracting office is the new Small Business Specialist, Suzanne Scott. She is the primary contact for 8(a) firms and can be reached at 503-402-2865. SBA has furnished copies of our 8(a) firms' profiles to the VA. Now might be a good time to schedule a visit to meet the VA contracting staff.

Also, for those who may have worked with Rich Hague in the past, he moved to the VA in Vancouver, WA before taking another assignment elsewhere. Mr. Kenny Carleton has replaced Rich in Vancouver.



### FHWA SOLICITATION CONVERTED TO 8(a)

One of the 8(a) firms recently brought to our attention that an unrestricted "full and open competitive" job was published in the Commerce Business Daily (CBD) by Federal Highways (FHWA) and that perhaps it could be converted to 8(a). SBA was able to convince the agency to withdraw the

project from full and open competition and to reserve the reissued solicitation for competition among 8(a) developmental firms. In addition, SBA had an opportunity to discuss other small business programs with FHWA such as HUBZone. (See next article.)



### HUBZone SOLICITATIONS

Recently a Federal Highways solicitation was moved from "full and open" to HUBZone restricted competition. This job is estimated to be valued at \$3-5 million. We anticipate that there will be a sharp increase in HUBZone restricted competition as more firms have become certified. Currently thirteen federal agencies are affected by this program, and as of October 1, 2000, all federal agencies subject to the Small Business Act will be required to set aside contracts in excess of \$100,000, when practicable. This does not negatively affect an agency's ability to award 8(a) sole source contract, because the agency may choose to use the 8(a) method of contracting instead of HUBZone competition.



### NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS) COMES ONLINE

On October 1, 2000, SBA is adopting The North American Industrial Classification System (NAICS). The final rule was published in the *Federal Register* on May 15, 2000. You can review the rule through the Internet at <http://www.sba.gov/size/>. NAICS replaces the Standard Industrial Classification (SIC) system. SBA and Procurement officials use size standards to determine whether businesses are

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## 8(a) Program Helpful Hints (continued)



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large or small for small business programs and for individual procurements.

**8(a) firms should find the NAICS codes that correspond to your existing SIC codes and update your PRO-Net profile and bid matching services.** Also, be aware of the size standard for each procurement opportunity to be sure that your company can participate in the activity.

Further information about NAICS, including a cross reference table matching SIC codes to NAICS codes, is available on the net at

<http://www.census.gov/epcd/www/naics.html>.



### SIZE STANDARDS INCREASE

Increase effective July 6, 2000 for Help Supply Services and effective July 17, 2000 for Construction; Local Trucking without Storage; Refuse Systems; Dredging and Surface Clean-up. Final rules were published in the *Federal Register* on June 6, 2000 for Help Supply and June 16, 2000 for construction services, etc. You can review the final rules on the Internet at [http://www.access.gpo.gov/su\\_docs/fedreg/fr-cont00.html](http://www.access.gpo.gov/su_docs/fedreg/fr-cont00.html). Just click on the appropriate date and scroll to Small Business Administration. Below is a synopsis of some of the size standards:

#### HELP SUPPLY SERVICES, SIC 7363

Old Size Standard \$5.0 Million

New Size Standard \$10.0 Million:

#### SIC MAJOR GROUP 15

General Building Construction

(except Dredging & Surface Clean Up)

Old Size Standard \$17.0 Million

New Size Standard \$27.5 Million

#### SIC MAJOR GROUP 16

Heavy Construction  
(other than building)

Old Size Standard \$17.0 Million

New Size Standard \$27.5 Million

#### SIC MAJOR GROUP 17

Special Trades Contractors

Old Size Standard \$7.0 Million

New Size Standard \$11.5 Million

These increases will translate to NAICS on October 1, 2000 (see NAICS article).



### FEDERAL AVIATION ADMINISTRATION (FAA)

The FAA now reserves all jobs from \$2,500-\$100,000 for 8(a) firms. However the FAA is not subject to the Small Business Act, and therefore does not offer the jobs through our program, is not required to publish in the Commerce Business Daily, and has different procurement regulations. The FAA selects three firms and has a mini competition among those firms. In order to have an opportunity to be selected as one of those firms, contact the FAA buying office, Barbara Garner, SADB, 425-227-2857, at FAA in Renton, WA. You may also wish to visit their procurement site at <http://www.asu.faa.gov>



### LEAVE OF ABSENCE



Sam Goldstein, BOS will be on a period of leave beginning approximately the end of July and lasting for three weeks and again at the end of September for most of October to participate in the birth of and caring for his soon to be born child. If Sam is your BOS, you can obtain services through either Robert Jensen or Mary Jo Witty.